

# Memorandum

To: Brewster Kahle  
From: Mary McCall  
CC: Nick Scharf  
Date: January 30, 1995  
Subject: Weekly Managers' Meeting

Attached are 1) Summary of Trade Receivables, aged as at January 30, 1995 and 2) 12 Week Cash Forecast.

Nick has not had an opportunity to review these schedules. Please let me know if you have questions or concerns regarding either the data or the presentation.

Regards,

**WAIS, Inc.**  
**Trade Receivables**  
**1/30/95**

			Aging:			
	<u>Date</u>	<u>Total</u>	<u>0 to 30 Days</u>	<u>31 to 60 Days</u>	<u>61 to 90 Days</u>	<u>Over 90 Days</u>
Boeing Computer Services	12/19/94	5,000.00		5,000.00		
Chicago Tribune	12/30/94	22,500.00		22,500.00		
CMP Publications	12/30/94	3,687.50		3,687.50		
Conquest	9/30/94	5,000.00				5,000.00
Conquest	12/30/94	5,000.00		5,000.00		
Datalytics	12/30/94	15,000.00		15,000.00		
Datavault	11/30/94	50,000.00			50,000.00	
Govt Printing Office	12/30/94	5,000.00		5,000.00		
Intel	12/29/94	7,306.88		7,306.88		
Intel	1/20/95	1,000.00	1,000.00			
Lawrence Livermore	12/30/94	5,000.00		5,000.00		
Nat'l Archives at College Park	9/26/94	15,000.00				15,000.00
Nat'l Archives at College Park	1/20/95	10,000.00	10,000.00			
NASA SBIR I	1/30/95	22,785.00	22,785.00			
NCMS	12/8/94	10,000.00		10,000.00		
Net+Effects	12/30/94	9,750.00		9,750.00		
RJO Enterprises/DTIC	12/14/94	65,000.00		65,000.00		
RJO Enterprises/DTIC	12/14/94	15,000.00		15,000.00		
RJO Enterprises/DTIC	10/1/94	8,000.00				8,000.00
RJO Enterprises/DTIC	10/1/94	3,053.50				3,053.50
RJO Enterprises/DTIC	9/1/94	1,950.00				1,950.00
RJO Enterprises/DTIC	10/16/94	1,347.27				1,347.27
RJO Enterprises/DTIC	1/12/95	1,248.80	1,248.80			
Sandia Natl Lab	12/7/94	10,000.00		10,000.00		
SAIC	1/13/95	5,000.00	5,000.00			
Scholastic	1/1/95	3,000.00	3,000.00			
Stanford University	12/30/94	5,000.00		5,000.00		
Summary Corp.	12/30/94	7,500.00		7,500.00		
The World Bank	12/30/94	22,500.00		22,500.00		
Universite Laval	12/30/94	12,750.00		12,750.00		
University of Illinois	12/19/94	15,000.00		15,000.00		
University of Tennessee	12/30/94	7,500.00		7,500.00		
US Dept of Commerce	12/30/94	10,000.00		10,000.00		
USGS	12/30/94	5,000.00		5,000.00		

Totals	<b>390,878.95</b>	<b>43,033.80</b>	<b>263,494.38</b>	<b>50,000.00</b>	<b>34,350.77</b>
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**Statistics:**

Percentage	<b>100%</b>	<b>11%</b>	<b>67%</b>	<b>13%</b>	<b>9%</b>
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# WAIS, Inc

## 12 Week Cash Forecast

1/30/95 11:26

### Checking:

Opening Balance

Transfers from MMA

### Disbursements:

Payroll

Commissions

Rent

Equipment purchases

McWorters

IRS/Est tax pmts

Other

Disbursements

Closing Balance

### Money Market:

Opening Balance

New business

Boeing

Chicago Tribune

QVP

Conquest

Datavault

Datalytics

Fulcrum

GPO

Intel

Lawrance Livermore

Mickels

Natl Archives at College Pk

Natl Ctr for Mfg Sciences

Net+effects

RJO

Sandia Lab

SAIC

Scholastic

Stanford Univ

Summary Corp

The World Bank

Universite Laval

Univ Illinois

Univ Tenn

US Dept of Commerce

USGS

Subtotal Collections

Transfers to Checking

Closing Balance

Combined Cash Balance

Actual	Forecast:											
23-Jan	30-Jan	6-Feb	13-Feb	20-Feb	27-Feb	6-Mar	13-Mar	20-Mar	27-Mar	3-Apr	10-Apr	17-Apr
21,099	(9,535)	5,915	1,915	(85)	(85)	2,811	(189)	3,811	3,811	3,811	2,257	3,257
50,000	85,000	0	115,000	15,000	120,000	0	145,000	0	70,000	60,000	100,000	60,000
	54,000		55,000		60,000		65,000		70,000		80,000	
34,554	5,550		12,000		7,104		12,000			1,554	15,000	
		4,000		15,000		3,000					4,000	
46,079	10,000		50,000		50,000		4,000			60,000		63,000
80,633	69,550	4,000	117,000	15,000	117,104	3,000	141,000	0	70,000	61,554	99,000	63,000
(9,535)	5,915	1,915	(85)	(85)	2,811	(189)	3,811	3,811	3,811	2,257	3,257	257
271,895	253,895	194,202	219,202	252,241	394,741	275,741	362,174	287,523	337,523	318,523	334,957	284,957
				5,000			50,000	50,000	50,000	50,000	50,000	50,000
				22,500								
			3,688				4,100					
		5,000				5,000						
			50,000									
15,000				15,000		50,000						
8,000	7,307		5,000		1,000				1,000			
				5,000								
	15,000		10,000			23,434				23,434		
		10,000										
		10,000	79,351									
9,000	3,000					5,000	16,249					
						3,000				3,000		
				5,000								
				7,500								
				22,500								
				12,750								
				15,000								
				7,500								
				10,000								
				20,000								
32,000	25,307	25,000	148,038	157,500	1,000	86,434	70,349	50,000	51,000	76,434	50,000	50,000
50,000	85,000	0	115,000	15,000	120,000	0	145,000	0	70,000	60,000	100,000	60,000
253,895	194,202	219,202	252,241	394,741	275,741	362,174	287,523	337,523	318,523	334,957	284,957	274,957
244,361	200,118	221,118	252,156	394,656	278,552	361,986	291,334	341,334	322,334	337,214	288,214	275,214